Case 1:15-cv-08725-GBD-RWL Document 256-46 Filed 09/13/19 Page 1 of 6

Highly Confidential

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                MARK W. UNDERWOOD
 2
              UNITED STATES DISTRICT COURT
 3
         FOR THE SOUTHERN DISTRICT OF NEW YORK
 4
 5
     UMB BANK, N.A., as Trustee,
 6
 7
            Plaintiff
                                       ) No. 15 Civ. 08725 (GBD)
 8
    VS.
 9
     SANOFI,
10
             Defendant
11
12
13
                  HIGHLY CONFIDENTIAL
14
       VIDEOTAPED DEPOSITION OF MARK W. UNDERWOOD
15
                 TUESDAY, JULY 31, 2018
16
               WEIL, GOTSHAL & MANGES LLP
17
                   100 FEDERAL STREET
18
                BOSTON, MASSACHUSETTS
19
20
21
22
23
    Reported by: Sandra A. Deschaine, CSR, RPR,
24
    CLR, CRA
25
     Job No. 145654
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 1
                MARK
                     W. UNDERWOOD
 2
                And that would include Tysabri?
           Q.
 3
           Α.
                Yes.
                And also the Biogen interferon
           Ο.
 5
     product, correct?
 6
           Α.
                Correct.
 7
           Q.
                Okay. When you joined in January
     2012, what was your job title?
 8
                I was a VP of Global Business
 9
           Α.
10
     Operations for the multiple sclerosis
11
     franchise.
12
           Ο.
                And what did that entail?
13
                That had multiple -- the role had
           Α.
     multiple dimensions, so I was a member of the
14
15
     MS leadership team, and my responsibilities
     were to assist in establishing the governance
16
     and the business processes for the newly
17
18
     formed business unit at Sanofi -- Genzyme
19
     Sanofi company at the time.
20
                And, in particular, I worked with
21
     many cross-functional teams, including supply
22
             I worked with the regulatory team,
23
     and I worked with the respective leaders of
24
     our -- the functions within the MS franchise,
25
     including the heads of the regions, as well
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- 1 MARK W. UNDERWOOD
- 2 as the head of the global marketing team, the
- 3 global medical affairs team, and the global
- 4 market access teams.
- 5 Q. And then, over time, did your job
- 6 function evolve at Sanofi Genzyme?
- 7 A. Yes, it did. In approximately the
- 8 middle part of 2014, I became the head of the
- 9 global commercial strategy group for the
- 10 global MS franchise.
- 11 Q. And what did that job function
- 12 entail?
- 13 A. That job provided oversight into
- 14 the global marketing teams for both Lemtrada
- 15 and Aubagio, as well as the global market
- 16 access teams, new product planning, and the
- 17 Global Market Intelligence teams, which
- 18 included competitive intelligence, market
- 19 research and forecasting for the MS
- 20 franchise.
- 21 Q. And then, subsequent to that, did
- 22 your job function evolve?
- 23 A. It did indeed. So 2 1/2 years ago
- 24 I entered my current role, which is heading
- 25 up the new product planning team for MS

Page 200 1 MARK W. UNDERWOOD 2 I didn't have an opinion 3 whether -- on its appropriateness at the time. 4 5 Ο. Do you know what --I'm just merely reflecting the --6 Α. 7 taking the notes from the meeting. 8 Ο. Do you know what the phrase "diligent efforts" means? 9 10 Α. I mean, other than a specific 11 definition of diligent efforts? 12 Q. Yeah. 13 Doing everything within your power Α. 14 to reach a desired outcome. 15 Now, within the context of 16 Lemtrada, you were aware, were you not, that Sanofi Genzyme was under a contractual 17 18 obligation to use diligent efforts to achieve 19 certain milestones, were you not? 20 MS. VENEZIA: Objection to the 21 form. 22 Α. I was not explicitly aware of 23 that. You'll notice that in the notes of 24 Ο. 25 the LRP of May of 2013, you indicate, in your

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 1
                MARK
                     W. UNDERWOOD
 2
 3
                No, sir, please. Isn't that what
           0.
     would actually --
 4
 5
                 THE REPORTER: What was the
           beginning of that?
 6
 7
                 MS. VENEZIA: He's testifying
 8
           again.
     BY MR. WEISS:
 9
10
                Excuse me, sir. Isn't that the
           Q.
11
     current status before the budget cut?
12
                 MS. VENEZIA: Objection to the
13
           form.
14
     BY MR. WEISS:
15
                Reading this document in its
     natural fashion, if you look at DWG, the sums
16
     and the status, that this is yet another
17
18
     budget cut and that what's going happen is,
19
     although the study had previously been
20
     targeted for first patient in in October of
21
     2014, the study was just not going to be
     funded now?
22
23
                That's not my recollection.
24
     Because if you look at, for example, on the
25
     Aubagio teracles study, the status says stop
```

Page 282 1 MARK W. UNDERWOOD 2 December 2012, which would result in a 9.2 3 million euro difference between the current proposal and the DWG review. 5 So I guess -- and, again, you 6 know, it's been a while since I looked at 7 this schedule, but my read is that that FPI for October 14 was still in the plan. But, again, that's my interpretation of this schedule. 10 11 But it just wasn't funded for 12 2013, right? 13 The proposal from the team was to Α. 14 not fund it for 2013. 15 MR. WEISS: I have no further 16 questions for this witness. 17 MS. VENEZIA: Well, thank you 18 Mr. Underwood. The deposition is 19 closed. 20 THE VIDEOGRAPHER: The concludes 21 today's deposition. We are off the 22 report at 3:56. 23 (Deposition concluded at 3:56 p.m.) 24 25